## モリソン・フォースター外国法事務弁護士事務所\* 伊藤 見富法律事務所

(特定共同事業事務所)

MORRISON & FOERSTER LLP

Іто & Мітомі

SAN FRANCISCO LOS ANGELES DENVER PALO ALTO WALNUT CREEK SACRAMENTO CENTURY CITY ORANGE COUNTY

SAN DIEGO



NEW YORK WASHINGTON, D.C. NORTHERN VIRGINIA LONDON BRUSSELS BEIIING HONG KONG SINGAPORE TOKYO

October 31, 2002

By Hand Delivery

Office of International Corporate Finance Division of Corporate Finance Securities and Exchange Commission 450 Fifth Street, N.W. Washington, D.C. 20549 U.S.A.

Attention: Mr. Paul Dudek

Writer's Direct Dial Number **PROCESSED** +81 3-3214-6522

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THOMSON FINANCIAL

RECD S.E.C.

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Re: File No. 82-4885 / Fujitsu Support and Service Inc. Submission of Information Required Under Rule 12g3-2(b) of the Securities Exchange Act of 1934, as amended.

Dear Mr. Dudek:

On behalf of our client, Fujitsu Support and Service Inc. (the "Company"), I am furnishing herewith the following information pursuant to Rule 12g3-2(b)(1)(iii) (the "Rule") under the Securities Exchange Act of 1934, as amended (the "Exchange Act"). The following document was originally prepared in Japanese, and, pursuant to Rule 12g3-2(b)(4), we are enclosing an English translation thereof.

Digest of Consolidated and Non-Consolidated Interim Results for the Fiscal Year Ending March 31, 2003 (the "Digest"). The Company filed the Digest with the Tokyo Stock Exchange on October 29, 2002, pursuant to Article 2 of the Tokyo Stock Exchange Regulations on Disclosure for Companies with Listed Securities, and has made it available beginning on the same day on its web site.

AIG BLDG. 11F, 1-3, MARUNOUCHI 1-CHOME, CHIYODA-KU, TOKYO 100-0005, JAPAN 〒100-0005 東京都千代田区丸の内一丁目1番3号 AIGビル11階 TELEPHONE 81-3-3214-6522 FACSIMILE 81-3-3214-6512 \*PRIMARY QUALIFICATION: NEW YORK, CALIFORNIA, ILLINOIS, ENGLAND

## モリソン・フォースター外国法事務弁護士事務所 伊藤 見富法律事務所 (特定共同事業事務所)

# MORRISON & FOERSTER LLP ITO & MITOMI

(REGISTERED ASSOCIATED OFFICES)

Securities and Exchange Commission October 31, 2002 Page Two

This letter, together with the enclosure, shall not be deemed to be "filed" with the Commission or otherwise subject to the liabilities of Section 18 of the Exchange Act, nor shall the submission of this letter and the enclosed materials constitute an admission for any purpose that the Company is subject to the Exchange Act.

If you have any questions with regard to the enclosed information, please do not hesitate to contact the undersigned (direct: (81) 3-3214-6522, fax: (81) 3-3214-6512).

Kindly acknowledge receipt of this letter and the enclosures by stamping the enclosed copy of this letter and returning it to the messenger making this delivery.

Very truly yours,

Samoa Watanabe

Enclosure

cc: Ms. Shimazu

Mr. Kitazume

Chuck Comey, Esq.

#### Fujitsu Support and Service Inc. ("Fsas")

## Digest of Interim Consolidated Results for the Fiscal Year Ending March 31, 2003 Dated: October 29, 2002

This document includes statements that constitute forward looking statements. These statements appear in a number of places in this document, and include statements regarding the intent, belief or current expectations of Fujitsu Support and Service Inc. (the "Company") with respect to the business, revenues and results of operations of the Company and its consolidated subsidiaries (the "Fsas Group"), and economic and other factors that may have an impact on the Fsas Group's performance. These statements also include the projections of the Fsas Group's financial performance for the fiscal year ending March 31, 2003 contained in this document.

Such forward-looking statements are not guarantees of future performance, and involve risks and uncertainties. Actual results for the fiscal year ending March 31, 2003 and future fiscal years may differ materially from those in the forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to:

- the rate of acceptance of the Fsas Group's products and services;
- the Fsas Group's ability to continue to successfully introduce new products and services to the market;
- the level of competition in the markets in which the Fsas Group conducts its business;
- customer driven price competition in the information technology services industry;
- the slowdown in information technology investments by Japanese companies in light of continuing weakness in the Japanese economy;
- · our customers' acceptance of the new services being offered by the Fsas Group; and
- deferrals and suspensions of purchases by our customers resulting from their inability
  to obtain financing for their business on commercially reasonable terms, poor
  operating results, insolvency or bankruptcy, or stagnation in the Japanese economy
  generally.

As used herein, the words "we", "our" and "us" are used to refer collectively to the Fsas Group.

## Digest of Interim Consolidated Results for the Fiscal Year Ending March 31, 2003

(Unaudited)

Name of Listed Company: Fsas (Fujitsu Support and Service Inc.)

Code Number: 4706

(URL: http://www.fsas.fujitsu.com/)

Listed Exchange (Section): Tokyo Stock Exchange (First Section)

Head Office: Tokyo

Tatsuhiko Ohtaki, President Representative:

For Inquiries Please Contact: Kazuvuki Nishikawa, Member of the Board, and

General Manager of Corporate Planning Office

Tel: (03)5471-4700

Date of Board of Directors' Meeting

For Approval of Interim Consolidated Results: October 29, 2002 Parent Company: Fujitsu Limited.

(Code Number: 6702) Share Holding Ratio of Parent Company 56.3%

U.S. GAAP Not Applied

#### 1. September 2002 Interim Results

## (For the period from April 1, 2002 through September 30, 2002)

#### (1) Results of Operations

	Si	x months end	ed Sep	tember 30		nonths ended ptember 30		rear ended March 31	
(Millions of yen and thousands of U.S. dollars)		2001		2002	Change		2002		2002
Net sales	¥	101,654	¥	99,140	(2.5) %	8	808,646	¥	221.528
Operating income		4,390		4,646	5.8		37,896		11,115
Income before income taxes									
and minority interests		3,432		3,596	4.8		29,332		8,953
Net income		1,887		1,970	4.4		16,069		4,950

(Note) Equity in earnings (loss) of affiliates, net: None

#### (2) Per Share Data

	Six months ended September 30					onths ended tember 30			
(Yen and U.S. dollars)		2001		2002	Change	 2002		2002	
Not income per share	¥	33.10	Y.	34.55	4.4 %	\$ 0.28	¥	86.81	
Shareholders' equity per share		772.17		843.66	9.3	6.88		820,54	

#### (Note) Weighted average shares issued and outstanding for:

the six months ended September 30, 2002 ...... 57,019,802 shares the six months ended September 30, 2001 ..... 57,019,925 shares the year ended March 31, 2002 ..... 57,019,925 shares

#### (3) Financial Position

	At S	t September 30		30 At March 31		At Septe	edma	т 30
(Millions of year and thousands of U.S. d	ollars)	2001		2002		2002		2002
Total assets	¥	99,684	¥	113,927	¥	103,678	\$	845,661
Total shareholders' equity		44,030		46,787		48,106		392,382
				(%)				
Shareholders' equity ratio		44.2		41.1		46.4		
(Note) Issued and outstanding	g shares as of:							
September 30, 2002			57,019	9,792 shares				
September 30, 2001		*******	57,019	9,951 shares				
March 31, 2002	**********		57,019	9,832 shares				

#### (4) Results of Cash Flows

		Six mor	ıths e	nded Septo	mbei	- 30	-	ear ended March 31
(Millions of yea and thousands of U.S. dollars)		2001		2002		2002		2002
Net cash provided by operating activities	¥	5,601	¥	4,099	\$	33,434	¥	11,323
Net cash used in investing activities		(145)		(964)		(7,863)		(933)
Net cash used in financing activities		(283)		(594)	_	(4,845)		(565)
Cash and cash equivalents at period-end	¥	20,034	¥	27,227	\$	222,080	¥	24,686

## (5) Scope of Consolidation and Application of Equity Method

Number of Consolidated Subsidiaries: Eight

Number of Non-Consolidated Subsidiaries to Which Equity Method is Applied: None

Number of Affiliated Companies to Which Equity Method is Applied: None

#### (6) Changes in Consolidation and Application of Equity Method

Consolidation Equity method

Added companies : One Added companies : None Deducted companies : None Deducted companies : None

## 2. Business Forecast for March 2003 Term (For the period from April 1, 2002 through March 31, 2003)

		g March 31	
(Millions of yen and thousands of U.S. dollars)		2003	2003
Net sales	¥	223,000	\$ 1,818,923
Net income		5,100	41,599

(Reference) Forecast net income per share for March 2003 Term: ¥ 89,44 (U.S.\$ 0.73)

Notes:

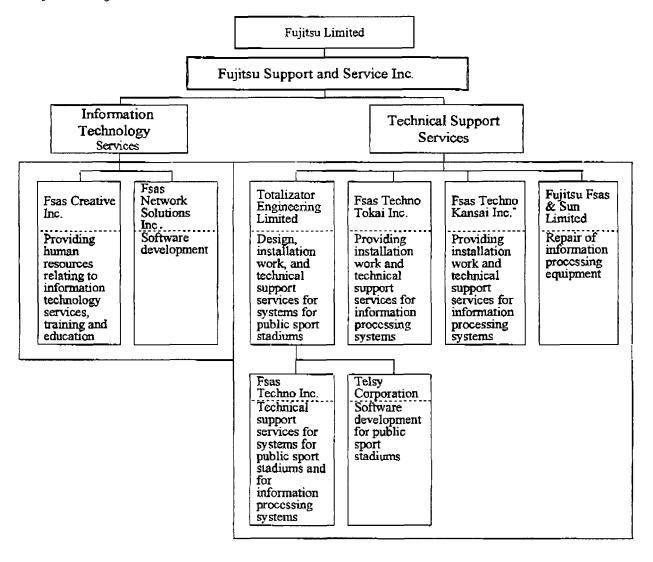
1. Fractions are rounded to the closest one million yen.

2. The U.S. dollar amounts included herein represent translations using the approximate exchange rate on September 30, 2002 of ¥122.60=US\$1.00, solely for readers' convenience.

#### 3. State of the Corporate Group

Our group of affiliated companies is comprised of Fujitsu Limited (the Company's parent company), the Company, and the Company's eight subsidiaries. The Company's areas of operations are divided into Information Technology Services and Technical Support Services, both of which are closely coordinated with the services and software business of Fujitsu Limited.

The following chart sets forth the Company's principal business activities and the positioning of its subsidiaries.



<sup>&</sup>quot;The Company acquired all of Kansai Totalizator, Inc.'s outstanding stock on April 22, 2002, and the company was renamed Fsas Techno Kansai Inc.

#### 4. Management Policies

#### (1) Basic Corporate Management Policy

The Company was formed in 1989 as a split-off of Fujitsu Limited's telecommunications and information processing equipment maintenance and repair operations (now our technical support services), the core of its business being the provision of support to enable the stable operation of its customers' systems. Based on the technical know-how developed through these technical support services, the Company subsequently added information technology services to its business, comprising a menu of solutions, ranging from system planning and design to implementation and operation, on a one-stop basis, irrespective of vendor.

In our Technical Support Services segment, we work closely with customers to provide rapid, precise and high-quality support, tailoring our information technology services to provide solutions to match their specific needs. Following this approach, our basic management policy is to continue to enhance customer confidence and to further increase corporate value for shareholders and investors.

#### (2) Issues to be Addressed and Business Strategy

In order for us to preserve profitability and enhance business performance amid the continued economic slump and increasing intensity of competition, we believe it is critical to take measures to promote more effective utilization of management resources, low-cost management, and structural reform. Another important goal is to expand our business base to help strengthen the trust of customers and generate stable profits. These measures are described in greater detail below.

#### Winning Customer Confidence

In order to gain greater customer confidence in our Technical Support Services segment, the cornerstone of the Fsas Group's business, our principal obligation is that of assuring the stable operation of our customers' systems. Meanwhile, in our Information Technology Services segment, we will continue to build relationships of trust with customers by providing optimum solutions to match customer needs.

To this end we will engage in what we call "Fsas-Qfinity" activities, by which we mean companywide activities in pursuit of infinite quality (hence "Qfinity")

in order to address problems promptly and offer superior solutions through close liaisons with customers.

#### Providing Customers with Solutions

To provide customers with optimum solutions for the entire information system lifecycle, the Company will devote considerable energy to promoting its newly systematized Network Business Solution (NB Solution). We will also focus on analyzing issues relating to the building and operation of customer systems, etc., and strengthening our solution products designed to match the various needs of our customers, such as reducing costs and improving security, system operation management and the improvement of customers' sales forces. In pursuing this course, we will make use of our capabilities in the building of large-scale network infrastructures, as well as our multivendor capabilities, our 24-hours a day, 365-days a year support structure, and our nationwide network of service bases, each of which we have cultivated as an area of strength for the Fsas Group.

#### **Expanding Stock Business**

We also aim to expand our stock business, which offers customers continuous and stable operation and maintenance services, such as Operations Solution, system operation management, support and outsourcing services, multivendor support for equipment and software made by various manufacturers, and maintenance services. We believe these efforts will help us increase our profits in a sustainable manner.

#### Efforts for Success in Growing Markets

#### - Focus on e-Japan business

For the e-Japan Strategy, a national project being pursued by the Japanese government, we will be developing products for e-Japan solutions, and providing business support to local areas through our e-Japan Promotion Group, established in April this year. By harnessing the Fsas Group's advanced capabilities in the sphere of infrastructure construction, we will undertake the building of the Local Government Wide Area Network (LGWAN) and of local intranets.

· Concentration of resources in the Tokyo metropolitan area market

In the Tokyo metropolitan area, a substantial market that is expected to grow still further, we will enhance our sales and marketing capabilities by allocating our operational resources to priority areas. For example, we will strengthen our organizations structured to address customer needs by industry, as well as increase personnel devoted to these activities.

#### Personnel Development

Priority will also be given to enhancing still further the quality of the engineers and marketing personnel who are crucial to implementation of the aforementioned measures. To do this, we will boost our investments in education and training in order to acquire the latest technologies such as security measures, as well as further enhance our capabilities in the consulting, multivendor, and software support areas.

#### (3) Basic Policy regarding Profit Distribution

The Company's basic policy is to provide stable returns to shareholders. We strive to raise profitability by strengthening our management base and competitiveness in the information technology services industry, whose market environment is subject to rapid changes. Retained profits are invested to achieve new growth.

#### 5. Operating Performance and Financial Position

#### (1) Operating Performance

#### Overview of the period

During the period ended September 30, 2002, deflationary pressure grew stronger in the Japanese economy, and the recessionary tone became increasingly distinct. Demand in the information technology services industry is expected to continue to increase, but restraints on IT investment in the corporate sector have caused competition to become increasingly fierce.

In the field of Information Technology Services, both order volume and sales were brisk in such areas as the e-Japan business and Operations Solution. Nevertheless, due to the influence of factors such as the postponement of plans by customers, sales were below those levels in the same period of the previous

As a result, the Fsas Group's performance for the period under review resulted in order volumes of \(\frac{\pm}{107,438}\) million (\(\frac{\pm}{876,329}\) thousand), up 6.0% from the same period of the previous year, and in net sales of \(\frac{\pm}{99,140}\) million (\(\frac{\pm}{808,646}\) thousand), down 2.5% from the same period of the previous year. As for profit and loss, as a result of the steady growth in highly profitable businesses and efforts to reduce costs, the Fsas Group's operating income was \(\frac{\pm}{4},646\) million (\(\frac{\pm}{37,896}\) thousand), up 5.8% from the same period of the previous year. The Fsas Group's net income was \(\frac{\pm}{1,970}\) million (\(\frac{\pm}{16,069}\) thousand), up 4.4% from the same period of the previous year.

#### Information Technology Services

The Information Technology Services segment, which provides customers with optimum solutions for the entire information system lifecycle, was affected by the slowdown in IT-related investment. The results of system development and PC sales for private sectors were consequently below those levels in the same period of the previous year.

However, our e-Japan business results were healthy during the period, primarily in local intranet construction and system operating services. Of particular note is that the Local Government Portal Solution Ai Hiroba, launched in May this year to support the creation of Web sites by local governments, as well as our proposal related to the Local Government Wide Area Network (LGWAN), were adopted by a large number of these local government bodies.

Moreover, in the newly systematized NBSolution, we have endeavored to increase the range of solution products. Our efforts have included the expansion of the Operations Solutions, which provides operations management, user support, and outsourcing on a one-stop basis in the sphere of system operation. The outsourcing business has grown most successfully of all. The Company has, in addition, reinforced ties with its group companies in this area. Fsas Creative Inc. and Fsas Network Solutions Inc., subsidiaries of the Company, expanded their business related to Operations Solutions.

We were successful in our multivendor support services in supporting a variety of hardware and software made by different manufacturers. At our Multivendor Support Centers established in Tokyo and Osaka, we have developed our system for centralized handling of calls from customers, and our

developed our system for centralized handling of calls from customers, and our engineers are dispatched in coordination with our nationwide network of service bases.

As part of our efforts to develop Fsas brand products, we launched the UNIX/Linux-applicable version of the Fsas Biometrics Authentication System SF2000Bio, which combines fingerprint, face, voiceprint, and signature verification methods, and also Instantwave54EX, a high-speed wireless LAN system.

As a result of these efforts, sales of \(\xi\)71,304 million (\(\xi\)581,599 thousand), down 5.1% from the same period of the previous year, were recorded in the Information Technology Services segment.

#### Technical Support Services

The Fsas Group considers its most important obligation to be to ensure the stable operation of its customers' systems. To fulfill this, we support the systems of financial institutions, government agencies, telecommunications carriers, and numerous other customers 24 hours a day, 365 days a year, through our nationwide network of service bases.

Constant efforts are made to improve the support structure in order to build deeper relationships of trust with customers through the provision of more rapid high-quality support. During the period under review, priority was given to strengthening the ability of the Crisis Management Center to respond promptly to serious problems at the moment they occur, and our capabilities for supporting software.

To promote meticulous and local-focused technical support systems, the Company is in the process of transferring the management of maintenance services for systems such as financial institutions' terminals. During the period under review, these operations in the Kansai region were transferred to Fsas Techno Kansai Inc., a subsidiary of the Company, and operations in the Fukuoka and Saga regions were transferred to Fsas Techno Inc., also a subsidiary of the Company.

Totalizator Engineering Limited, a subsidiary of the Company that provides systems support for public sport stadiums, posted an increase in sales in the field of new betting systems.

Fujitsu Fsas & Sun Limited, a subsidiary of the Company, which provides job opportunities for disabled people, achieved an increase in sales revenues for the repair of financial terminals.

As a result of these efforts, the Fsas Group had sales of \\$28,509 million (\$232,536 thousand), up 5.5% from the same period of the previous year in the Technical Support Services segment.

#### (2) Financial Position

Net cash inflows from operating activities for the six months ended September 30, 2002 were \(\frac{\pmathbf{4}}{4}\),099 million (\(\frac{\pmathbf{3}}{3}\),434 thousand). This positive trend in operating activities was mainly due to an increase in income before income taxes and minority interests and progress in cash collection from accounts receivable, in spite of an increase in inventories caused principally by deferral of customers' capital investment.

Net cash outflows from investing activities amounted to ¥964 million (\$7,863 thousand). Net cash used in investing activities was primarily due to capital expenditure for internal information infrastructure aimed at development of Fsas branded products and improvements of clerical efficiency.

Net cash outflows from financing activities came to ¥594 million (\$4,845 thousand), largely owing to cash dividends paid.

## (3) Business Forecast for the Fiscal Year ending March 31, 2003

Given the increasing concern about the prospects for the world economy, it is expected that the harsh state of the Japanese economy will persist. Nevertheless, both the order volume and orders in hand rose during the period ended September 30, 2002, and further growth is expected in priority fields such as the e-Japan business. Based on ongoing improvements in operating efficiency and further cost-savings, our current outlook for the Fsas Group's financial performance for the fiscal year ending March 31, 2003 is as follows.

N° 6568 F. 11/38

Consolidated Net Sales \[ \frac{\pmathbb{2}}{223,000} \] million (\$1,818,923 thousand) (up 0.7% from the previous fiscal year)

Consolidated Net Income \[ \frac{\pmathbb{2}}{5},100 \] million (\$41,599 thousand) (up 3.0% from the previous fiscal year)

Regarding the payment of dividends for the full current fiscal year, we anticipate paying a dividend of \$10 (\$0.08) per share, including the interim dividend of \$5 (\$0.04) per share.

Please see the cover page for a description of risks and uncertainties which could cause actual results to differ materially from those estimated above.

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#### 6. Interim Consolidated Financial Statements

## (1) Interim Consolidated Statements of Income

		Six mo	rn	Year ended March 31				
(Millions of yen and thousands of U.S. dollars)	ales  ales  * 101,6  ating costs and expenses: st of sales  ling, general and administrative expenses  ating income  ating income  ating income  arincome (expenses): erest and dividend income nortization of prior pension and severance costs valuation loss on investment securities structuring costs  are, net  (5)  me before income taxes and minority interests  me taxes:  arent  2,7	2001	,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	2002		2002		2002
Net sales	¥	101,654	¥	99,140	\$	808,646	¥	221,528
Operating costs and expenses:								
Cost of sales		79,823		76,813		626,533		175,571
Selling, general and administrative expenses		17,441		17,681		144,217		34,842
		97,264		94,494		770,750		210,413
Operating income		4,390		4,646		37,896		11,115
Other income (expenses):								
Interest and dividend income		25		16		131		40
Amortization of prior pension and severance costs		(795)		(806)		(6,574)		(1,589)
Revaluation loss on investment securities		(31)		(29)		(237)		(233)
Restructuring costs		(172)		(252)		(2,055)		(363)
Other, net		15		21		171		(17)
		(958)		(1,050)		(8,564)		(2,162)
Income before income taxes and minority interests		3,432		3,596		29,332		8,953
Income taxes:								
Current		2,724		1,691		13,793		4,724
Deferred		(1,158)		(70)		(571)		(720)
Minority interests		(21)		5		41		(1)
Net income	¥	1,887	¥	1,970	\$	16,069	¥	4,950

## (2) Interim Consolidated Balance Sheets

	At Sc	ptember 30	At?	March 31.	At September 30			
(Millions of yen and thousands of U.S. dollars)		2001		2002		2002		2002
Assets				-,		-		
Current assets:								
Cash and cash equivalents	¥	20,034	¥	24,686	¥	27,227	\$	222,080
Time deposits		281		6		6		49
Marketable securities		_		499		500		4,078
Receivables:								
Notes		1,120		1,551		1,026		8,369
Accounts		53.115		65,301		50,069		408,393
Inventories		8,166		5,936		8,346		68,075
Deferred tax assets		1,865		1,669		2,122		17,308
Other current assets		589		434		682		5,563
Less: Allowance for doubtful accounts		(69)		(63)		(40)		(326)
Total current assets		85,101		100,019		89,938		733,589
Investments and long-term loans:		65,101		100,012		05,530		100,007
Investment securities		784		583		594		4,845
Other		239		212		212		•
	_	1.023		795		806		1,729 6,574
Total investments and long-term loans		1.025		/73		800		0,374
Property, plant and equipment:		1 250		1 260		4 250		11.005
Land		1,359		1,359		1,359		11,085
Buildings and structures		1,768		1,799		1,767		14,413
Machinery and equipment		2.869		3,072		3,410		27,814
Construction in progress		-		-		129		1,052
Less: Accumulated depreciation		(2,803)		(2,924)		(3,109)		(25,359)
Property, plant and equipment, net		3.193		3,306		3,556		29,005
Other assets:						_		
Lease deposits		4,659		4,342		4,191		34,185
Intangible assets		2,956		2,915		2,657		21,672
Deferred tax assets		2,444		2,214		1,821		14,853
Other assets		308		336		709		5,783
Total other assets		10.367		9,807		9,378		76,493
Total assets	¥	99,684	¥	113,927	¥	103,678	3	845,661
Liabilities, minority interests and shareholders' equity								
Current liabilities:								
Notes and accounts payable	¥	36,992	¥	48,791	¥	38,342	5	312,741
Accrued expenses	-	6.469	•	6,546	•	6,630	•	54,078
Accrued income taxes		2,475		2,203		1,756		14,323
Other current liabilities		2,492		2,942		2,426		19.788
Total current liabilities		48,428	_	60,482		49,154		400,930
Long-term liabilities:		40.420		00,402		77,134		+00,730
Accrued pension and severance costs		6,949		6,406		6,166		50,294
		•		238		233		•
Other long-term liabilities		259						1,900
Total long-term liabilities		7,208 18		6,644		6,399		52,194
Minority interests		70		14		19		155
Shareholders' equity:		0.400		0.405		0.404		77. 100
Common stock		9,402		9,402		9,402		76,688
Capital surplus		11,345		11,345		11,345		92,537
Retained carnings		23,254		26.029		27,333		222,945
Unrealized gain on investment securities, net of tax		29		12		27		220
Less: Treasury stock		0		(1)		(1)		(8)
Total shareholders' equity		44,030		46,787		48,106		392,382
Total liabilities, minority interests and shareholders' equity	¥	99,684	¥	113,927	¥	103,678	5	845,661

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## (3) Interim Consolidated Statements of Shareholders' Equity

		30	Year ended March 31					
(Millions of yea and thousands of U.S. dollars)		2001	IUIS C	nded Septer 2002	HOCI	2002		2002
Common stock:	.,	0.400		0.404	_		•	0.400
Beginning of period	¥	9,402	<u>*</u>	9,402	<u> 5</u>	76,688	¥	9,402
End of period	<del>`</del>	9,402	¥	9,402	\$	76,688	¥	9,402
Capital surplus:								
Beginning of period	¥	11,345	¥	11,345	5	92,537	¥	11,345
End of period	¥	11,345	¥	11,345	S	92,537	¥	11,345
Retained earnings:								
Beginning of period	¥	21,733	¥	26,029	s	212,308	¥	21,733
Add:	Ŧ	21,733	Ŧ	20,029	•	212,300	Ŧ	21,733
Net income		1,887		1,970		16,069		4,950
Deduct:								,,
Cash dividends declared		285		570		4,649		570
Bonuses to directors and corporate auditors		81		96		783		81
Other		_		_		_		3
End of period	¥	23,254	¥	27,333	\$	222,945	¥	26,029
Threating and an increase and a state of the		-						
Unrealized gain on investment securities, net of tax: Beginning of period	¥	35	¥	12	s	98	¥	35
Change	Ť		æ	12	ð	122	7	
End of period	- <del>-</del> -	(6) 29	¥	27	S	220	¥	(23)
Dild of pariod						120		1.4
Treasury stock:								
Beginning of period	¥	(1)	¥	(1)	8	(8)	¥	(1)
Change		1		0		0		0
End of period	¥	0	¥	(1)	S	(8)	¥	(1)

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## (4) Interim Consolidated Statements of Cash Flows

		Six mor	iths c	nded Septer	nber	30		ar ended arch 31
(Millions of yen and thousands of U.S. dollars)		2001		2002		2002		2002
Cash flows from operating activities:		*						
Income before income taxes and minority interests	¥	3,432	¥	3,596	\$	29,331	¥	8,953
Adjustments to reconcile income before income taxes								
and minority interests to net cash								
provided by operating activities:								
Depreciation and amortization		823		865		7,055		1,680
Loss on tangible and intangible assets, net		84		112		914		146
Revaluation loss on investment securities		22		29		237		233
Pension and severance costs, less payment		286		(556)		(4,535)		(257)
Interest and dividend income		(25)		(16)		(131)		(40)
Other, net		`93 <sup>°</sup>		(95)		(775)		144
Changes in operating assets and liabilities:				` '		` '		
Notes and accounts receivable, not of doubtful accounts		16,836		15,736		128,352		4,215
Inventories		1.013		(2,412)		(19,674)		3,234
Other current assets		(155)		(248)		(2,023)		1
Notes and Accounts payable		(14,492)		(10,352)		(84,437)		(2,940)
Other current liabilities		179		(435)		(3,548)		705
Interest and dividend received		24		Ì 16		131		39
Income taxes paid		(2,519)		(2,141)		(17,463)		(4,790)
Net cash provided by operating activities		5,601		4,099		33,434		11,323
Cash flows from investing activities:		·						
Decrease in time deposits		10		_		-		289
Payments for marketable securities		-		_		-		(499)
Purchase of subsidiary's shares from a minority shareholder		_		_		_		(40)
Payments for investment securities		(23)		(15)		(122)		(53)
Proceeds from acquisition of an subsidiary		-		4		33		-
Acquisition of property, plant and equipment		(124)		(571)		(4,658)		(351)
Increase in intangible assets		(389)		(529)		(4,315)		(889)
Payments for lease deposits		(156)		(45)		(367)		(268)
Refunds of lease deposits		503		197		1,607		933
Other, net		34		(5)		(41)		(55)
Net cash used in investing activities		(145)		(964)		(7,863)		(933)
Cash flows from financing activities:		<u>`</u>						
Repayment of long-term debt		_		(28)		(228)		_
Cash dividends paid		(283)		(566)		(4,617)		(565)
Other, net		0		(306)		0		0
Net cash used in financing activities		(283)		(594)		(4,845)		(565)
Net increase in cash and cash equivalents		5,173	_	2,541		20,726		9,825
Cash and cash equivalents at beginning of period		14.861		24,686		201,354		14.861
Cash and cash equivalents at end of period	¥	20,034	¥	27,227	ę	222,080	¥	24,686
Cash and Cash equivalents at end of period	+	20,034	<b>#</b>	41,441	ن	UOU,444	Ŧ	24,000

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#### (5) Significant Accounting Policies

#### (a) Basis of Presentation

The accompanying consolidated financial statements have been prepared from the accounts maintained by Fujitsu Support and Service Inc. (the "Company") and its consolidated subsidiaries in accordance with accounting principles and practices generally accepted in Japan, which may differ in some material respects from accounting principles and practices generally accepted in countries and jurisdictions other than Japan. In presenting the accompanying consolidated financial statements, certain items have been reclassified for the convenience of readers outside Japan. In addition, certain reclassifications have been made to the prior year's financial statements to conform them to the current year's presentation.

#### (b) Principles of Consolidation

The consolidated financial statements include the accounts of the Company and those of its majority-owned subsidiaries, whether directly or indirectly controlled. All inter-company accounts and transactions have been eliminated in consolidation.

The difference between the acquisition cost and the underlying equity in the net assets of the consolidated subsidiaries is recognized as goodwill and is being amortized on a straight-line basis over five years.

#### (c) Cash Equivalents

Cash equivalents include all highly liquid investments, generally with original maturities of three months or loss, which are readily convertible to known amounts of cash and are so near maturity that they present only an insignificant risk of any changes in value attributable to changes in interest rates.

#### (d) Investment Securities

Investment securities are classified as follows:

Trading securities: Trading securities are held for resale in anticipation of short-term

market movements

Held-to-maturity securities: Debt securities are classified as held-to-maturity when management

has the positive intent and ability to hold the securities to maturity

Investments in affiliated companies: Investments in criticis significantly influenced are classified as

investments in affiliated companies.

Available-for-sale securities: Equity and debt securities not classified as trading, held-to -maturity

or investments in affiliated companies are classified as

available-for-sale securities.

Investment securities held by the Company and its consolidated subsidiaries are classified as available-for-sale securities. Available-for-sale securities are carried at fair value, with unrealized gains and losses, net of tax, reported as a separate component of shareholders' equity. Realized gains and losses on sales of the investment securities as well as declines in fair value judged to be other than temporary are charged to income as incurred. The cost of available-for-sale securities sold is computed by the moving average method in determining realized gains or losses.

#### (e) Allowance for Doubtful Accounts

Allowance for doubtful accounts represents an amount deemed necessary to cover possible losses on receivables.

#### (f) Inventories

Work in process is stated at cost determined by the specific identification method. Other inventories are stated at cost determined by the moving average method.

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#### (g) Property, Plant and Equipment and Depreciation

Property, plant and equipment are carried at cost. Depreciation is computed by the declining-balance method at rates based on the estimated useful lives of the respective assets as follows.

Buildings and structures:

Buildings

34 years

Others

10 to 15 years

Machinery and equipment:

4 to 5 years

Maintenance and repairs, including minor renewals and improvements, are charged to income as incurred.

#### (h) Intangible Assets and Amortization

Intangible assets are carried at cost less amortization.

Amortization of computer software to be sold is calculated using the amount computed based on the current year's sales distribution to the estimated total products' sales within an estimated sales period of three years. Amortization of computer software for internal use is calculated using the amount computed by the straight-line method over the estimated useful life of five years.

Amortization of other intangible assets is calculated by the straight-line method at rates based on the estimated useful lives of the respective assets.

#### (i) Accrued Pension and Severance Costs.

The Company and its consolidated subsidiaries have pension and severance plans. Under the plans, severance benefits and pension liabilities and costs are stated by the projected unit credit method. Prior service cost and net transition obligation is amortized over 10 years by the straight-line method. Prior net actuarial gain or loss is amortized by the straight-line method over the average remaining service period of employees.

In addition, accrued pension and severance costs also include a provision for lump-sum retirement allowances for directors and corporate auditors determined by reference to their current rates of emolument and length of service prescribed by internal codes.

#### (j) Leases

Where finance leases do not transfer ownership of the leased property to the lessee over the term of the lease, the leased property is not capitalized and the related lease and rent expenses are charged to income as incurred.

#### (k) Income Taxes

The Company and its consolidated subsidiaries have adopted the asset-liability method to recognize the deferred taxes. Deferred tax assets and liabilities are determined based on the differences between financial reporting and the tax basis of the assets and liabilities and are measured using the chacted tax rates and laws that will be in effect when the differences are expected to be reversed.

#### (1) Per Share Data

Net income per share is based on the weighted average number of shares outstanding during the period. Cash dividends per share in the accompanying consolidated statements of income represent dividends declared as applicable to the period.

#### (m) Foreign Currency Translation

Investment securities traded in foreign currency are adjusted to the amount calculated based on exchange rates prevailing on the balance sheet dates. Unrealized translation difference on investment securities, net of tax is recognized as a separate component of shareholders' equity.

#### (6) U.S. Dollar Amounts

The Company and its consolidated subsidiaries maintain their books of account in yen. The U.S. dollar amounts included in the accompanying consolidated financial statements and the notes thereto represent the arithmetic results of translating yen into U.S. dollars at ¥122.60 = U.S.\$1.00, the approximate rate of exchange prevailing on the last business day of September, 2002. The U.S. dollar amounts are included solely for the convenience of the readers and the translation is not intended to imply that the assets and liabilities which originated in yen have been or could readily be converted, realized or settled in U.S. dollars at the above or any other rate.

#### (7) Investment Securities

Investment securities at September 30, 2001 and 2002 and at March 31, 2002 are summarized as follows:

	At September 30, At March 30,				At September 30,					
(Millions of yen and thousands of U.S. dollars)		2001		2002		2002		2002		
Cost	¥	733	¥	561	¥	547	\$	4,462		
Net unrealized gain		51		22		47		383		
Fair value		784		583		594		4,845		
Carrying value	¥	784	¥	583	¥	594	8	4,845		

#### (8) Leases

Lease payments on finance leases, except for lease agreements which stipulate the transfer of ownership of the leased property to the Company and its consolidated subsidiaries, for the six months ended September 30, 2001 and 2002 and the year ended March 31, 2002, and future minimum lease payments subsequent to September 30, 2001 and 2002 and March 31, 2002 are summarized as follows:

		Six m	onths e	ended Septer	nber 3	0		ar ended Iarch 31
(Millions of yen and thousands of U.S. dollars)		2001		2002		2002		2002
Lease expenses	¥	686	¥	419	8	3,418	¥	1,236
Components of lease expenses:								
Interest		27		16		131		48
Depreciation		667		395		3,222		1,166
			At Se	eptember 3	0 _		At N	March 31
(Millions of yen and thousands of U.S. dollars)		2001		2002		2002		2002
Future minimum lease payments:								
Within one year	¥	964	¥	585	\$	4,772	¥	714
Thereafter		1,050		531		4,331		703
Total	¥	2,014	¥	1.116	S	9,103	¥	1,417

Acquisition cost, accumulated depreciation and net carrying amount of property held under finance leases which were not capitalized as assets outstanding at September 30, 2001 and 2002 and March 31, 2002 are as follows:

			At N	Aarch 31				
(Millions of yen and thousands of U.S. dollars)	-	2001	_	2002		2002		2002
Acquisition cost of leased property	¥	5,379	¥	3,652	8	29,788	¥	4,072
Accumulated depreciation		3,456		2,566		20,930		2,697
Net carrying amount	¥	1,923	¥	1,086	5	8,858	¥	1,375

#### (9) Segment Information

The business segment information for the Company and its consolidated subsidiaries for the six months ended September 30, 2001 and 2002 and the year ended March 31, 2002 is outlined as follows:

	Six months ended September 30, 2001											
(Millions of yen)	Information Technology Services		Technical Support Services			Total		Eliminations		Consolidated		
Sales and operating income Sales to external customers Intersegment sales and transfers	¥	75,061 57	¥	26,593 433	¥	101,654 490	À	— (490)	¥	101,654		
Total sales Operating costs and expenses		75,118 73,989		27,026 23,760		102,144 97,749		(490) (485)		101,654 97,264		
Operating income	¥	1,129	¥	3,266	¥	4,395	¥	(5)	¥	4,390		

	Six months ended September 30, 2002											
(Millions of yen)	Information Technology Services		Technical Support Services			Total	Eliminations		Consolidated			
Sales and operating income Sales to external customers Intersegment sales and transfers	¥	70,998 306	¥	28,142 367	Y	99,140 673	¥	_ (673)	¥	99,140 —		
Total sales Operating costs and expenses		71,304 70,586		28,509 24,564		99,813 95,150		(673) (656)		99,140 94,494		
Operating income	¥	718	Y	3,945	¥	4,663	¥	(17)	¥	4,646		

	Six months ended September 30, 2002											
(Thousands of U.S. dollars)	Information Technology Services		Technical Support Services		rt		Eliminations		Consolidated			
Sales and operating income												
Sales to external customers	5	579,103	8	229,543	\$	808,646	\$	_	\$	808,646		
Intersegment sales and transfers		2,496		2,993		5,489		(5,489)		_		
Total sales		581,599		232,536		814,135		(5,489)		808,646		
Operating costs and expenses		575,742		200,359		776,101		(5,351)		770,750		
Operating income	- 5	5,857	3	32,177	\$	38,034	\$	(138)	- 5	37,896		

	Year ended March 31, 2002											
(Millions of yen)		Information Technology Services		Technical Support Services		Total		Eliminations		Consolidated		
Sales and operating income												
Sales to external customers	¥	167,681	¥	53,847	¥	221,528	¥	_	¥	221,528		
Intersegment sales and transfers		122		734		856		(856)		_		
Total sales		167,803		54,581		222,384	*	(856)		221,528		
Operating costs and expenses		163,357		47,913		211,270		(857)		210,413		
Operating income	¥	4,446	¥	6,668	¥	11,114	¥	1	¥	11,115		

#### Basis of Segmentation:

(1) Business segments are divided into categories based on the structure adopted for internal management purposes.

(2) Major services in each business segment:

Information Technology Services:

Systems planning, systems implementation, systems operation, sales of systems equipment and related goods, sales of products developed internally, outlets serving retail customers, provision of human resources including temporary workers, software

development.

Technical Support Services:

Installation and maintenance of hardware, maintenance of software equipment, etc., and maintenance services of related

software.

#### (10) Additional information

The Company and its consolidated subsidiaries adopted a new accounting standard regarding treasury stock and legal reserve as of April 1, 2002. The adoption of this standard did not have any impact on the results of operations for the six months ended September 30, 2002.

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## Digest of Interim Non-Consolidated Results for the Fiscal Year Ending March 31, 2003

(Unaudited)

Name of Listed Company: Fsas (Fujitsu Support and Service Inc.)

4706 Code Number

Tokyo Stock Exchange (First Section) Listed Exchange (Section):

Head Office: Tokyo

Representative: Tatsuhiko Ohtaki, President

For Inquiries Please Contact: Kazuyuki Nishikawa, Member of the Board, and

General Manager of Corporate Planning Office

Tel: (03) 5471-4700

Date of Board of Directors' Meeting

For Approval of Interim Non-Consolidated Results: October 29, 2002

Applicability of Interim-Dividend System: Yes

December 2, 2002 Interim Dividend Payment Effective Date:

#### 1. September 2002 Interim Results

#### (For the period from April 1, 2002 through September 30, 2002)

#### (1) Results of Operations

	Si	x months end	ded Se	ptember 30	 nonths ended ptember 30		car ended March 31	
(Millions of yea and thousands of U.S. dollars)		2001		2002	Change	2002		2002
Net sales	¥	96,135	¥	91,909	(4.4) %	\$ 749,666	¥	209,557
Operating income		3,962		3,687	(6.9)	30,073		9.895
Income before income taxes		3,029		2,726	(10.0)	22,235		7,802
Net income		1,651		1,513	(8.3)	12,341		4,296

#### (2) Per Share Data

	Six	months end	ed Sep	tember 30			onths ended tember 30	Year ended March 31		
(You and U.S. dollars)	-	2001		2002	Change		2002		2002	
Net income per share	¥	28.95	¥	26.54	(8.3) %	S	0.22	¥	75.34	
Cash dividend per share:										
(First half of fiscal years)		5.00		5.00	-		0.04		-	
(Annual)		-		-	-		-		15,00	
Shareholders' equity per share		738.40		795.05	7.7		6.48		779.49	

#### (Note) 1. Weighted average shares issued and outstanding for:

Six months ended September 30, 2002 ..... 57,019,802 shares Six months ended September 30, 2001 ..... 57,019,925 shares Year ended March 31, 2002 ..... 57,019,925 shares

2. Annual dividend for the year ended March 31, 2002 includes commemorative dividend of ¥5

#### (3) Financial Position

		At September 30			March 31	At September 30				
(Millions of	yen and thousands of U.S. dollars)	2001			2002		2002		2002	
Total ass	ets	¥	95,284	¥	108,380	¥	97,936	\$	798,825	
Total sha	reholders' equity		42,103		44,446		45,334		369,771	
Sharehole	ders' equity ratio		44.2		41.0		46.3			
(Note)	Issued and outstanding sha	res as o	of:							
	September 30, 2002			•••	57,019,792	shares	;			
	September 30, 2001				57,019,951	shares	;			
	March 31, 2002			•••	57,019,832	shares	;			

## 2. Business Forecast for March 2003 Term (For the period from April 1, 2002 through March 31, 2003)

	Year ended March 31								
(Millions of yen and thousands of U.S. dollars)		2003		2003					
Net sales	¥	211,000	\$ 1	,721,044					
Net income		4,600		37,520					
Dividend per share	Year ended March 31								
(Yen and U.S. dollars)		2003		2003					
( Tell alle O.B. dollars)		2003		2000					
(Annual)	¥	10.00	\$	0.08					

(Reference) Forecasted net income per share for March 2003 Term; ¥ 80.67 (U.S.\$ 0.66)

#### Notes:

<sup>1.</sup>Fractions are rounded to the closest one million yen.

<sup>2.</sup> The U.S. dollar amounts included herein represent translations using the approximate exchange rate on September 30, 2002 of ¥122.60=US\$1.00, solely for readers' convenience.

## 3. Interim Non-Consolidated Financial Statements

## (1) Interim Non-Consolidated Statements of Income

		Six mo	onths o	nded Septem	ber i	30	_	ear ended March 31
(Millions of yen and thousands of U.S. dollars)		2001		2002		2002		2002
Net sales	¥	96,135	¥	91,909	\$	749,666	¥	209,557
Operating costs and expenses:								
Cost of sales		75,432		71,396		582,350		166,214
Selling, general and administrative expenses		16,741		16,826		137,243		33,448
		92,173		88,222		719,593		199,662
Operating income		3,962		3,687		30,073		9,895
Other income (expenses):								
Interest and dividend income		64		86		702		130
Amortization of prior pension and severance costs		(794)		(794)		(6,476)		(1,588)
Revaluation loss on investment securities		(31)		(29)		(237)		(233)
Restructuring costs		(172)		(252)		(2,055)		(363)
Other, net		0		28		228		(39)
		(933)		(961)		(7,838)		(2,093)
Income before income taxes		3,029		2,726		22,235		7,802
Income taxes:								
Current		2,468		1,174		9,576		4,156
Deferred		(1,090)		39		318		(650)
Net income	¥	1,651	¥	1,513	8	12,341	¥	4,296

## (2) Interim Non-Consolidated Balance Sheets

	At September 30					At Septem		
(Millions of yen and thousands of U.S. dollars)		2001		2002		2002		2002
Assets								
Current assets:								
Cash and cash equivalents	¥	19,074	¥	23,232	¥	25,059	\$	204,396
Marketable securities		-		499		500		4,078
Receivables:								
Notes		1,119		1,550		1,021		8,328
Accounts		51,067		62,483		47,437		386,925
Inventories		7,647		5,177		7,971		65,017
Deferred tax assets		1,696		1,484		1,876		15,302
Other current assets		545		399		603		4,918
Less: Allowance for doubtful accounts		(64)		(55)		(35)		(285)
Total current assets		81,084		94,769		84,432		688,679
Investments and long-term loans:								<del></del>
Investments securities:								
Subsidiaries		747		787		839		6,843
Other		774		573		569		4,641
Other		433		212		212		1,729
Total investments and long-term loans		1,954		1,572		1,620		13,213
Property, plant and equipment:		1,724		1,5/2		1,020		للتوليد
Land		1,359		1,359		1,359		11,085
Buildings and structures		1,621		1,651		1,618		
Machinery and equipment		1,870		2,072				13,197
- n n		1,670		2,072		2,376		19,380
Construction in progress		(1.070)		(2.045)		129		1,052
Less: Accumulated depreciation		(1,978) 2,872		(2,047)		(2,191)		(17,871)
Property, plant and equipment, net Other assets:		2,812		3,033		3,291		26,843
		4.707		7.007		7.047		27.246
Lease deposits		4,307		3,997		3,843		31,346
Intangible assets		2,724		2,653		2,465		20,106
Deferred tax assets		2,248		2,032		1,590		12,969
Other assets		95		322		695		5,669
Total other assets		9,374		9,004		8,593		70,090
Total assets	¥	95,284	¥	108,380	Y.	97,936	S	798,825
Liabilities and shareholders' equity								
Current liabilities:								
Accounts payable	¥	36,269	¥	47,547	¥	37,529	\$	306,109
Accrued expenses	-	5.647	-	5,650	_	5,671	_	46,256
Accrued income taxes		2,195		1,830		1,308		10,669
Other current liabilities		2,279		2,689		2,143		17,480
Total current liabilities		46,390		57,716		46,651	-	380,514
Long-term liabilities:		40,550		57,710		40,051		500,514
Accrued pension and severance costs		6,512		5,957		5,705		46,533
Other long-term liabilities		279		261		246		-
Total long-term liabilities		6,791		6,218		5,951		2,007 48,540
Shareholders' equity:		0,791		0,216		3,331		40,340
Common stock		9,402		9,402		0.402		76 600
						9,402		76,688 02.537
Capital surplus		11,345		11,345		11,345		92,537
Retained earnings		21,327		23,688		24,561		200,334
Unrealized gain on investment securities, net of tax		29		12		27		220
Less: treasury stock		0		(1)		(1)		(8)
Total shareholders' equity		42,103	17	44,446	77	45,334		369,771
Total liabilities and shareholders' equity	¥	95,284	¥	108,380	¥	97,936	\$	798,825

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#### 4. Leases

Lease payments for finance leases, except for lease agreements which stipulate the transfer of ownership of the leased property to the Company, for the six months ended September 30, 2001 and 2002 and the year ended March 31, 2002, and future minimum lease payments subsequent to September 30, 2001 and 2002 and March 31, 2002 are summarized as follows:

							Ye	ar ended
		Six m	onths e	nded Septer	nber 3	0	M	arch 31
(Millions of yen and thousands of U.S. dollars)		2001		2002		2002		2002
Lease expenses	¥	588	¥	340	\$	2,773	¥	1,065
Components of lease expenses:								
Interest		24		13		106		41
Depreciation		575		319		2,602		1,005
			At Se	ptember 3		At N	March 31	
(Millions of yen and thousands of U.S. dollars)		2001		2002		2002		2002
Future minimum lease payments:								
Within one year	¥	827	¥	480	8	3,915	¥	600
Thereafter		892		363		2,961		565
Total	¥	1,719	¥	843	\$	6,876	¥	1,165

Property held under the finance leases which were not capitalized as assets outstanding at September 30, 2001 and 2002 and March 31, 2002 are as follows:

			At March 31					
(Millions of yen and thousands of U.S. dollars)		2001		2002	2002	2002		
Acquisition cost of leased property	¥	4,450	¥	2,894	\$ 23,605	¥	3,163	
Accumulated depreciation		2,848		2,079	16,958		2,034	
Net carrying amount	¥	1,602	¥	815	\$ 6,647	¥	1,129	

#### 5. Investment Securities

All equity securities on subsidiaries or affiliated companies have no quoted value as of September 30, 2001 and 2002 and March 31, 2002.

#### 6. Additional information

Due to the change of generally accepted accounting principle in Japan, the Company recognized treasury stock as a separate component of shareholders' equity as of September 30, 2002. Treasury stock which had been presented in the assets in the prior period have been reclassified to one in the shareholders' equity for readers' convenience.

This document includes statements that constitute forward-looking statements. These statements appear in a number of places in this document, and include statements regarding the intent, belief or current expectations of Fujitsu Support and Service Inc. (the "Company") with respect to its business, revenues and results of operations, and economic and other factors that may have an impact on the Company's performance. These statements also include the projections of the Company's financial performance for the fiscal year ending March 31, 2003 contained in this document.

Such forward-looking statements are not guarantees of future performance, and involve risks and uncertainties. Actual results for the fiscal year ending March 31, 2003 and future fiscal years may differ materially from those in the forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to:

- · the rate of acceptance of the Company's products and services;
- the Company's ability to continue to successfully introduce new products and services to the market;
- the level of competition in the markets in which the Company conducts its business;
- customer driven price competition in the information technology services industry;
- the slowdown in information technology investments by Japanese companies in light of continuing weakness in the Japanese economy;
- customers' acceptance of the new services being offered by the Company; and
- deferrals and suspensions of purchases by the Company's customers resulting from their inability to obtain financing for their business on commercially reasonable terms, poor operating results, insolvency or bankruptcy, or stagnation in the Japanese economy generally.

2000Fesuits

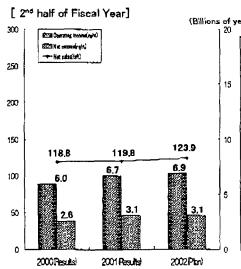
## Financial Highlights

October 29, 2002 Fujitsu Support and Service Inc.

#### Consolidated Result and Plan [1st half of Fiscal Year] 300 See Operating manuscriptive) SSS Not recommission) → Na establish 250 15 200 150 10 101.7 **99.1** 95.8 100 50 2002 Pasulisi

2001 Plesuitel

	FYŽ	200	FY2	101		FY20		of yen)	(84)	ions of US FY2002	- G-J    B  B
1st half of:	112	Dangs	F 12	Charter	First Plan	Results		Coupt	First Plan	Results	Difference
Technical consultation & Services	36.5	(1.15)	4D.D	9.5%	43.8	38.9	(4.B)	(2.7%)	357.3	317.0	(40.3
General Products Distribution	31.5	Z8.8Z	35.1	11.7%	37.4	32.4	(a.s)	(7.7%)	305.1	264.7	(40.4
Information Technology Services	68.0	14.0%	75,1	10 5%	81.2	71.3	(9.9)	(5.1%)	662.3	581.5	(80.1
Technical Support Services	281	(\$.0%)	27.0	(3.6%)	25.9	20.5	2.6	5.5%	211.3	232.5	21.2
let sales	95.8	7.5%	101.7	B 1%	106.9	99.1	(7.E)	(2.5%)	B71.9	808 6	(63.5
Operating income	4.3	(8.5%)	44	2.4%	4.9	4.6	(0.3)	58%	40.0	37.9	(2.1
Vet income	1.7	(27.9%)	1.9	9.7%	2.1	2.0	(0 1)	448	17.1	16,1	(1.0
Operating income to not sales	4.5%	(D 8pp)	431	(0 2 pp)	4.6%	4.7%	0.1 pp	0.4 🗫	4.6%	4.7%	0.16



	FY20	200	_ F120	201		FY20	002	[	FY2002				
2nd haf of :		Chatten		Champs	First Plan	Revised Plan	D.B.W.O.	Chango	First Plan	Revised Plan	Di Berenca		
Technical consultation & Services	43.2	13.2%	46.1	7.85	53.0	49.2	(3.8)	5.9%	432,3	401.6	(30.7)		
General Products Distribution	47.5	45.4%	463	(3.1%)	52 4	50.2	(2.2)	86%	427 4	409.0	(18.4)		
Information Technology Services	8.0e	28.1%	92.7	2.1%	105.4	99.4	(6.0)	7.2%	859.7	810.7	(49.0		
Technical Support Services	28.5	(2.45)	27.5	(3.3%)	25.0	24.8	(D 2)	(10.0 <b>%</b> )	203.9	202.2	(1.7		
let soles	1188	18.73	119.8	0.9%	730 1	123.9	(6.2)	3.33	1.061 2	1,010.3	(50.9)		
perating income	6.0	24.4%	B.7	12.7%	7.6	6.9	(0.7)	1.9%	82.0	85.9	(6.1)		
let ncome	3.6	19 5%	3.1	1 A.6%	3.7	3.1	(0.6)	2.2%	30.2	25.5	(4.7)		
Operating income to net sales	5.1%	0.3pp	5.63	0.5pp	5.8%	5.5%	(0.3pp)	(aq 1.0)	5.8%	5.5%	(0.3pp		

-	cal Year]		(Billion		
300	6220 Opensing internal in pro) 6222 Ant internal digital 744 Ant and solution			20	
250	214.6	221.5	223.0	15	
200	•				
150	10.3	11.1	11.5	10	
100	4.3	5.0	5.1	5	
50					
ه ل				J,	
	2000 Pesulisi	2001 Results	2002 (Ptan)		

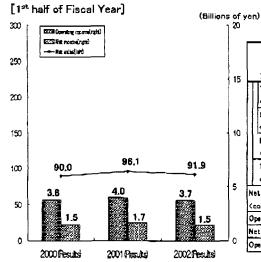
	200	00	200	1		200	2			2002	
Fiscelyear of:		Chango		Charrage	First Plan	Revised Plan	DET Sevense	Character	First Plan	Revised Pinn	Ditterance
Technical consultation & Services	79.7	6.2%	86.4	8 6%	98.8	8B.1	(9.7)	1.9%	789.5	719.6	(71.0
General Products Distribution	791	42.65	81.4	2.8%	89.8	92.6	(7.2)	1.55	732.5	673.7	(\$8.8)
Information Technology Services	158.8	21.7%	1678	3.7%	186.8	170.7	(15.9)	1.7%	1,522.0	1.3923	(120.7)
Technical Support Services	568	(38%)	54 6	(9.5%)	50.9	513	2.4	(2 3%)	415.2	434.7	19.5
Not salas	214.6	13.5%	221.5	3.2%	237.0	223.0	(14.0)	0.7%	1,953.1	1,818.9	(1142
Descriting rise me	10.3	8.2%	111	8.0%	12.5	11.5	(10)	3.5%	102.0	91.8	(8.2)
Net income	4,3	(5 (%)	5 0	15 DK	5.8	5.1	(0.7)	3.04	473	41.6	(\$.7)
Operating income to net sales	4.8%	(0.2 pp)	5.0%	0.2рр	5.3%	5.2 h	(0.1pp)	0.2рр	5.3%	52%	(0.1pp
ROE	106%		11.13	_	11.8%	104%	(1.450)	_	13,8%	10.4%	(1.400)

Note1) The average of initial and final shareholders equity values is used for computing ROE.

Note2) The total of segment sales does not equal the corporate total due to the emission of inter-segment sales aliminations presentation.

Note3) The word "pp" stated above represents "percentage points"

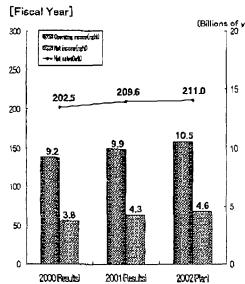
## Non-Consolidated Results and Plan



							(Editori	ofyan)	OME	ions of US	dolbers)
	FYZ	000	FYZ	201		FY20	02			FY2002	
Jet helf of :		Carefo		Change	First Plan	Results	Oderoma	Churupa	Frst Plan	Results	Owner
Technical consultation & Services (component ratio)	35 9 (39.24)	(2.15)	38.6 (40.1%)	9.3%	42 4 (42.16)	37.4 (40.7%)	(5.0)	(3.2%)	345.8	304.8	(41.5)
General Products Distribution  (component ratio)	31.5 (25,0%)	38.8%	35.1 (38 <i>6</i> %)	11.7%	37.4 (37.18)	32.4 (35,98)	(5.0)	(7.7%)	305.1	264.7	(40.4)
Information Technology Services (comporent ratio)	66.9 (74.2L)	13.6%	73.7	10.5%	79.8 (79.21)	6.69 (40.87)	(100)	(5.3%)	650.9	569.5	(81.4)
Technical Support Services (component ratio)	23.2	(0.5%)	22.4 (23.31)	(3.5%)	20.9 (20,8%)	22 1 (24 0%)	1.2	(1,3%)	170.5	1802	<b>D.7</b>
Net sales (component ratio)	95.0 (100.04)	7,0%	98,1	6.9%	100.7	91.9	(8.6)	(4.4%)	821.4	749.7	(71.7)
Operating income	3.8	(9.6%)	4.D	3.93	4.5	3.7	(0.8)	(6.9%)	36.7	30.1	(8.6)
Net income	1.5	(29.9%)	1.7	9.63	1.9	1.5	(0.4)	(B.3%)	18.5	12.3	(3.2)
Operating income to net sales	4.2%	(0.8pe)	4.1%	(0.1pp)	4.5%	4.05	(0.5pp)	(D.1pp)	4.53	4.0%	(0.5pp)

[2 <sup>nd</sup>	half of Fiscal	_	(Billie)	ns of yen)
250	Rift salor(inft)			1.0 2
200				15
150	112.5	113.5	119.1	10
100	5.4	5.9	6,8	5 (
50	2.3	2.6	3,1	Con
١	2000 Results	2001 (Results)	2002 PEN	Oper

							(Billion:	s of yen)	(Md	Sans of US	do llars)
	FY2	000	FY2	001		FY20	102			FY2002	
2nd haf of :		Change		(Change	Fırst. Pian	Revised Plan	Difference	Owngo	First Plan	Revised Plan	Charge
Technical consultation & Services (component ratio)	41.8 (371K)	12.91	45.1 (39.8%)	8,1%	51.4 (41.5%)	48.0 (48.98)	(3.4)	8,4%	419,3	391.9	(27.5)
General Products Distribution (component ratio)	47.8 (42.4%)	45,4%	46.3 (FD.7%)	(3.1%)	52.4 (42.22)	50.2 (42.1%)	(2.2)	8.83	427.4	409,0	(18.4)
Information Technology Services (component ratio)	89.4 (79.5%)	28.2%	91,4 (90,5%)	2.2N	103.6 (83.5%)	88.2 (82.4%)	(5,6)	7,5%	846.7	8,008	(45.9)
Technical Support Services (component ratio)	23.1 (20.5%)	(5,1%)	22.1 (19.5%)	(4.5%)	20.5 (165%)	20.9	D.4	(45.34)	167.2	170,5	3.3
Net sales. Component retio>	112.5 (100.0%)	19.8%	(100.0%)	0.8%	124.3 (100.0%)	118.1 (100.0%)	(5.2)	5.0%	1,013.8	971,3	(42.5)
Operating income	5.4	29.7%	5.9	10.2%	7.1	6.8	(0.3)	14.8%	57.9	55.5	(2.4)
Net income	2.3	20.9%	2.6	16.1%	3.5	3.1	(0.4)	16.75	28,5	25.2	(3,3)
Operating income to net sales	4.8%	0.4pp	5.2×	0.4pp	5.7%	5.7%	0.0 pp	0.5рр	5.7%	5.7%	0,0 pp



							(Billion	(negles	(M/s	ions of US	do fers
	201	00	201	ום		200	22		L	2002	
Fiscal year of		(Jump)		Churtes	First Plan	Revised Plan	Di Marapraza	Crunge	First Plan	Ravised Plan	Chargo
Technical consultation & Services (component rate)	77 1 (56,01)	5 5%	83.7 (40.0%)	8.7%	93.8	85.4 (40,5%)	(B 4)	2.0%	765.1	696.6	(68.
General Products Distribution (component ratio)	79.1 (39.1%)	42.65	81.4 (38 6%)	2.8%	89.8 (29.8%)	82 6 (29.1%)	(7.2)	1.5%	7325	673.7	(291
Information Technology Services (component ratio)	156.2 (77.1%)	21.5%	165.1 (78 8%)	5.7%	1936 (Ar.et)	188.0 (79.6%)	(15.6)	1.8%	1,497.6	1,970.3	(1272
Technical Support Services (compenent ratio)	46 3 (22.9E)	(6 9%)	44.5 (2).2%	(4.0%)	41.4 (18.4%)	43.0 (20,41)	1.6	(3.3%)	337.7	350.7	131
Vet salea (component ratio)	202.5 (100.0%)	13.6%	209 6 (198,9%)	3.5%	225.D (100 01)	2110	(14.0)	0.7%	1,835.2	1.7210	(1142
Operating income	9.2	9.9%	9.9	7.6%	11.6	10.5	(1.1)	6.1%	94.6	85.6	1.6)
Net income	3.8	(6.2%)	4.3	13.4%	5.4	4.6	(8.0)	7.15	44.0	37.5	(6.
Operating income to net sales	4.5%	(0.2pp)	4.7%	0.200	5.2%	5.0%	(0.2pp)	0.3рр	5.2%	5 O K	(0.20
ROE	9.7%	_	10.1%	_	11.6%	9.9%	(1.7pp)	_	11.6X	9.9%	(1.7ps

Note1) The average of initial and final shareholders equity values is used for computing ROE. Note2) The word "pp" stated above represents "percentage points"

## 1 Sales Order

(Millions of yen and thousands of U.S. dollars)

		Six months ended September 30												
		2000	Change		2001	Change		2002	Change		2002			
	_  (	Results)	%		(Results)	%		(Results)	%		(Results)			
Total Order Volume.	¥	99,187	6.9%	¥	101,353	2.2%	¥	107,438	6.0%	ы	876,329			
Information Technology Services		71,665	14.8%		72,960	1.8%		78,641	7.8%		641,444			
Technical Support Services		27,765	(8.9%)		28,894	4.1%		29,414	1.8%		239,918			
Eliminations		(243)	-		(501)			(617)			(5,033)			
Orders in Hand	¥	41,791	27.6%	¥	40,937	(2.0%)	¥	47,405	15.8%	3	386,664			

(Millions of yen and thousands of U.S. dollars)

		•			Year	nded Mar	ch :	31	_		
		2001 (Results)	yoy %	1	2002 (Results)	yoy %	Γ	2003 (Forecast)	.yoy %		2003 (Forecast)
Total Order Volume	¥	217,412	9.5%	¥	219,397	0.9%	¥	226,000	3.0%	\$	1,843,393
Information Technology Services		162,691	16.8%		166,413	2.3%	Г	174,500	4.9%		1,423,328
Technical Support Services		55,536	(6.5%)		53,820	(3.1%)		52,500	(2.5%)		428,222
Eliminations		(815)			(836)	-		(1,000)			(8,157)
Orders in Hand	¥	41,238	7.3%	¥	39,107	(5.2%)	¥	42,107	7.7%	3	343,450

#### 2. Net Sales

(Millions of you and thousands of U.S. dollars)

					Six months	s ended Se	oter	nber 30			
		2000	Change		2001	Change		2002	Change		2002
		(Results)	.%		(Results)	%		(Results)	%		(Results)
Net Sales	¥	95,819	7.5%	¥	101,654	6.1%	¥	99,140	(2.5%)	5	808,646
Information Technology Services		67,968	14.0%		75,118	10.5%		71,304	(5.1%)		581,599
Technical consultation & Services		36,498	(1.1%)		39,951	9.5%		38,857	(2.7%)		316,942
General Products Distribution		31,470	38.6%		35,167	11.7%		32,452	(7.7%)		264,698
Eliminations		•	-		-	-		(5)	-		(41)
Technical Support Services		28,087	(5.0%)		27,026	(3.8%)		28,509	5.5%		232,536
Eliminations		(236)			(490)	-		(673)	•		(5,489)

(Millions of yen and thousands of U.S. dollars)

	T				Year	ended Mar	ch 31		
		2001	yoy		2002	yoy	2003	yoy	2003
		(Results)	%		(Results)	%	(Forecast)	%	(Forecast)
Net Sales	¥	214,597	13.5%	¥	221,528	3.2%	¥ 223,000	0.7%	\$ 1,818,923
Information Technology Services		158,754	21.7%		167,803	5.7%	170,700	1.7%	1,392,333
Technical consultation & Services		79,627	6.2%		86,449	8.6%	88,105	1.9%	718,638
General Products Distribution	111111111111111111111111111111111111111	79,127	42.6%		81,354	2.8%	82,600	1.5%	673,736
Eliminations		-		[	-	-	(5)	=	(41)
Technical Support Services		56,574	(3.8%)		54,581	(3.5%)	53,300	(2.3%)	434,747
Eliminations		(731)			(856)	-	(1,000)		(8,157)

#### 3. Statements of Income

(Millions of yen and thousands of U.S. dollars)

	1				Six months	ended Se	pter.	nber 30			
		2000 (Results)	Change %		2001 (Results)	Change %		2002 (Results)	Change %		2002 (Results)
Net sales	¥.	95,819	7.5%	¥	101,654	6.1%	¥	99,140	(2.5%)	8	808,646
Gross profit		19,775	5.9%		21,831	10.4%	Г	22,327	2.3%		182,113
<gross margin=""></gross>	1	20.6%	(0.4)		21,5%	0.9	l	22.5%	1.0		
Operating income		4,289	(8.5%)		4,390	2.4%		4,646	5.8%		37,896
<operating income="" net="" sales="" to=""></operating>	İ	4.5%	(0.8)		4.3%	(0,2)		4.7%	0,4		
Net income		1,720	(27.9%)		1,887	9.7%	Г	1,970	4.4%		16,069
<retum on="" sales=""></retum>	1	1.8%	(0.9)		1.9%	0.1		2.0%	0.1		

(Millions of you and thousands of U.S. dollars)

					Year e	nded Mar	ch :	31			
		2001 (Results)	yoy %		2002 (Results)	yoy %		2003 (Forecast)	уоу %		2003 (Forecast)
Nct sales	¥	214,597	13.5%	¥	221,528	3.2%	¥	223,000	0.7%	s	1,818,923
Gross profit <gross margin=""></gross>		43,210 20.1%	11.6%		45,957 20.7%	6.4%		-	•		_
Operating income  Operating income to net sales>		10,289 4.8%	8.2% (0.2)		11,115	8.0% 0.2		11,500 5.2%	3.5% 0.2		93,801
Net income <return on="" sales=""></return>		4,303 2.0%	(5.4%) (0.4)		4,950 2.2%	15.0%		5,100 2.3%	3.0% 0.1		41,599

## 4. Segment Information

(Millions of yen and	thousands of U	J.S. dollars
----------------------	----------------	--------------

				Six month	s ended Se <sub>l</sub>	ptember 30			
		2000	Change	2001	Change	2002	Change		2002
		(Results)	%	(Results)	%	(Results)	%		(Results)
Net Sales	¥	95,819	7.5%	¥ 101,654	6.1%	¥ 99,140	(2.5%)	5	808,646
Information Technology Services		67,968	14.0%	75,118	10.5%	71,304	(5.1%)		581,599
Technical Support Services		28,087	(5.0%)	27,026	(3.8%)	28,509	5.5%		232,536
Eliminations		(236)	-	(490)	-	(673)	-		(5,489)
Operating Cost and Expenses	T	91,530	8.4%	97,264	6.3%	94,494	(2.8%)		770,750
Information Technology Services		67,048	17.1%	73,989	10.4%	70,586	(4.6%)		575,742
Technical Support Services		24,718	(9.3%)	23,760	(3.9%)	24,564	3.4%		200,359
Eliminations		(236)	-	(485)	-	(656)	-		(5,351)
Operating Income	1	4,289	(8.5%)	. 4,390	2.4%	4,646	5.8%		37,896
<operating income="" net="" sales="" to=""></operating>		4.5%	(0.8)	4.3%	(0.2)	4.7%	0.4	ł	
Information Technology Services	1	920	(61.1%)	1,129	22.7%	718	(36.4%)		5,857
<operating income="" net="" sales="" to=""></operating>		1.4%	(2.6)	1.5%	0.1	1.0%	(0.5)		
Technical Support Services		3,369	44.7%	3,266	(3.1%)	3,945	20.8%	T	32,177
Operating income to net sales>	. L	12.0%	4.1	12.1%	0.1	13.8%	1.7	<u> </u>	
Eliminations		-	-	(5)	-	(17)	-		(138)

(Millions of yen and thousands of U.S. dollars)

		-	Year	nded Mar	ch 31		
	2001 (Results)	yoy %	2002 (Results)	yoy %	2003 (Forecast)	yoy %	2003 (Forecast)
Net Sales	¥ 214,597	13.5%	¥ 221,528	3.2%	ሄ 223,000	0.7%	S 1,818,923
Information Technology Services	158,754	21.7%	167,803	5.7%	170,700	1.7%	1,392,333
Technical Support Services	56,574	(3.8%)	54,581	(3.5%)	53,300	(2.3%)	434,747
Eliminations	(731)	-	(856)	-	(1,000)	-	(8,157)
Operating Cost and Expenses	204,308	13.7%	210,413	3.0%	211,500	0.5%	1,725,122
Information Technology Services	155,002	22.7%	163,357	5,4%	165,500	1.3%	1,349,919
Technical Support Services	50,035	(6.4%)	47,913	(4.2%)	46,950	(2.0%)	382,952
Eliminations	(729)	•	(857)	-	(950)	-	(7,749)
Operating Income	10,289	8.2%	11,115	8.0%	11,500	3.5%	93,801
Operating income to net sales>	4,8%	(0,2)	5.0%	0.2	5.2%	0.2	l
Information Technology Services	3,752	(9.8%)	4,446	18.5%	5,200	16.9%	42,414
<operating income="" net="" sales="" to=""></operating>	2.4%	(0.8)	2.6%	0.2	3.0%	0.4	
Technical Support Services	6,539	22.2%	6,668	2.0%	6,350	(4.8%)	51,795
<operating income="" net="" sales="" to=""></operating>	11.6%	2.5	12.2%	0.6	11.9%	(0.3)	
Eliminations	(2)	-	1		(50)	-	(408)

#### 5. Digest of Cash Flows

(Thousands of (Millions of yen) US dollars)

							(MIII)	nons of yen)		US aouars)
		Six months ended September 30,						ear ended farch 31,	Six months ender September 30.	
		2001	2002		02			2002		2002
		(Result)		(Result)		Change			6	Result)
Net cash flows	¥	5,173	¥	2,541	¥	(2,632)	¥	9,825	\$	20,726
Free cash flows		5,456		3,135		(2,321)		10,390		25,571
Cash flows from operating activities		5,601		4,099		(1,502)		11,323		33,434
Cash flows from investing activities		(145)		(964)	1	(819)		(933)		(7,863)
Cash flows from financing activities	T	(283)		(594)		(311)		(565)		(4,845)
Cash and cash equivalents at beginning of each period	¥	14,861	¥	24,686	¥	9,825	¥	14,861	8	201,354
Cash and cash equivalents at end of each period	¥	20,034	¥	27,227	¥	7,193	¥	24,686	8	222,080

## 6.Investment

(Capital Expenditures)

(Millions of yen and thousands of U.S. dollars)

					Six months	ended Se	otember 30			•
		2000 (Results)	Change (%)		2001 (Results)	Change (%)	2002 (Results)	Change (%)		2002 (Results)
Capital Expenditures	¥	1,319	12.1%	¥	809	(38.7%)	¥ 1,040	28.5%	\$	<b>8,48</b> 3
Property Plant and Equipment		209	(36.9%)		162	(22.5%)	544	235.1%		4,437
(Depreciation Expense)		249	(9.1%)		240	(3.6%)	261	8.7%		2,129
(Accumulated Depreciation/Acquisition Cost)		51.7%	-		60.5%	-	60.1%	_		
Software		440	25.0%		426	(3.2%)	332	(22.1%)		2,708
(Amortization Expenses)	<u> </u>	431	5.9%		581	34.6%	447	(22.9%)		3,646
Lease Assets		670	35.6%		221	(67.0%)	164	(25.8%)		1,338
(Lease Payments)	Burn	1,018	(9.7%)		812	(20.3%)	456	(43.8%)		3,719
Total Depreciation and Amortization		680	(0.1%)		821	20.6%	708	(13.7%)	Γ	5,775

(Millions of yea and thousands of U.S. dollars)

			Year	ended Mar	ch 31		
	2001 (Results)	yoy (%)	2002 (Results)	yoy (%)	2003 (Forecast)	yoy (%)	2003 (Forecast)
Capital Expenditures	¥ 2,068	(19.8%)	¥ 2,196	6.2%	¥ 2,300	5.6%	\$ 18,761
Property Plant and Equipment	394	(26.5%)	608	54.3%	1,200	98.2%	9,788
(Depreciation Expense)	520	(8.8%)	511	(1.7%)	600	26.2%	4,894
(Accumulated Depreciation/Acquisition Cost)	57.7%	-	60.0%	-			
Software	815	(30.9%)	672	(17.5%)	700	4.6%	5,710
(Amortization Expenses)	905	5.1%	925	2.2%	850	(8.2%)	6,933
Lease Assets	859	(0.6%)	916	6.6%	400	(55.2%)	3,263
(Lease Payments)	1,859	(19.9%)	1,476	(20.6%)	850	(42.8%)	6,933
Total Depreciation and Amortization	1,425	(0.4%)	1.436	0.8%	1,450	4.0%	11,827

(Notes) 1. Software stated above exclude software for sale.

2. The amounts of lease assets and lease payments stated above differ from those in notes of financial statements in that lease contract amounts of ¥3 million or less is included in this statement.

3. Main components of Capital Expenditures are as follows:

(Millions of yen and thousands of U.S. dollars)

		Six months ended September 30											
	2000	Change	2001	Change	2002	Change	2002						
	(Results)	(%)	(Results)	(%)	(Results)	(%)	(Results)						
Information Infrastructure	¥ 867	24.0%	¥ 286	(67.0%)	¥ 548	91.2%	\$ 4,470						
Outsourcing Business	201	-	123	(38.8%)	151	22.7%	1,232						

(Millions of yen and thousands of U.S. dollars)

		Year ended March 31											
	2001	yoy	2002	уоу	2003	yoy	2003						
	(Results) (%)		(Results)	(%)	(Forecast)	(%)	(Forecast)						
Information Infrastructure	¥ 1,324	(5.0%)	¥ 1,233	(6.9%)	¥ 1,000	(17.9%)	\$ 8,157						
Outsourcing Business	285	738.2%	218	(23.8%)	400	84.5%	3,263						

#### (Research & Development Cost)

(Millions of yen and thousands of U.S. dollars)

		Six months ended September 30											
		2000	Change		2001	Change		2	002		Change		2002
		(Results)	(%)		(Results)	(%)		(Results)		(%)	(Results)		
Research & Development Cost	¥	245	28.9%	¥	198	(19.4%)	¥.	,		215	8.5%	\$	1,754
R&D Cost / Net Sales		0.3%	-		0.2%	_			(	0.2%	_		

(Millions of yen and thousands of U.S. dollars)

		Year ended March 31											
	2001	yoy	2002	yoy	2003	yoy	2003						
	(Results)	(%)	(Results)	(%)	(Forecast)	(%)	(Forecast)						
Research & Development Cost	¥ 49	7.8%	¥ 405	(18.6%)	¥ 500	23.5%	8 4,078						
R&D Cost / Net Sales	0.2	2% -	0.2%	-	0.2%								

(Educational Expenses)

(Millions of yes and thousands of U.S. dollars)

	Six months ended September 30												
		2000	Change	Î	2001	Change	2002		Change		2002		
	1 0	Results)	(%)		(Results)	(%)		(Results)	(%)		(Results)		
Expenditures	¥	1,004		¥	1,021	1.6%	¥	1,104	8.1%	5	9,004		
Educational Expenses		975	-		994	1.9%		1,082	8.8%		8,825		
Expenditures for Educational Faculties		29	#	<u> </u>	27	(9.4%)	<b>"""</b>	2.2	(18.8%)		179		

(Millions of yea and thousands of U.S. dollars)

		Year ended March 31												
		2001	yoy		2002	yoy		2003	yoy		2003			
		(Results)	(%)		(Results)	(%)		(Forecast)	(%)		(Forecast)			
Expenditures	¥	1,903	2.4%	¥	1,949	2.4%	¥	2,000	2.9%	\$	16,314			
Educational Expenses		1,859	5.8%		1,848	(0.6%)		1,970	6.8%		16,069			
Expenditures for Educational Faculties		44	(56.9%)		101	129.5%		30	(68.9%)		245			

#### 7. Personnel

(Persons)

		Scptember 30									
	2000	Change	2001	Change	2002	Change					
	(Results)		(Results)		(Results)						
Number of Employee	5,083	86	5,152	69	5,309	157					
Fresh Persons	194	17	163	(31)	188	25					
New Employees with Career	79	17	69	(10)	67	(2)					

(Persons)

		March 31										
	2001 (Results)	yoy	2002 (Results)	yoy	2003 (Forecast)	yoy						
Number of Employee	5,037	137	5,126	89	5,237	111						
Fresh Persons	194	17	163	(31)	188	25						
New Employees with Career	133	22	106	(27)	98	(8)						

## <Non-Consolidated Results>

## 1. Sales Order

					Six months	s ended Se	ptem	ber 30			
		2000 (Results)	Change		2001 (Results)	Change		2002 (Results)	Change		2002 (Results)
Total Order Volume	¥	92,778	6.4%	¥	94,683	2.1%	¥	100,643	6.3%	\$	820,905
Information Technology Services		71,010	14.6%		72,410	2.0%		77,406	6.9%		631,370
Technical Support Services		21,768	(13.9%)		22,273	2.3%		23,237	4.3%		189,535
Orders in Hand	¥	38,391	34.4%	¥	3 <b>6,9</b> 66	(3.7%)	¥	44,926	21.5%	8	366,444

(Millions of yea and thousands of U.S. dollars)

					Year	ended Mar	ch 3	)			
		2001 (Results)	yoy		2002 (Results)	yoy		2003 (Forecast)	yoy		2003 (Forecast)
Total Order Volume	¥	205,335	9.0%	₩	207,331	1.0%	¥	215,000	3,7%	8	1,753,670
Information Technology Services		159,964	16.5%		164,348	2.7%		172,500	5.0%		1,407,015
Technical Support Services		45,371	(11.1%)		42,983	(5.3%)		42,500	(1.1%)		346,655
Orders in Hand	¥	38,418	8.0%	¥	36,192	(5.8%)	¥	40,192	11.1%	8	327,830

#### 2. Net Sales

(Millions of yen and thousands of U.S. dollars)

								(11-0000	- H J 1 + + 10 F C	,,,,,	00 01 0,0; GOII2197
					Six months	s ended Se	ptemi	per 30			
		2000	Change		2001	Change		2002	Change		2002
	_ (1	Results)			(Results)			(Results)			(Results)
Net Sales	¥	89,964	7.0%	¥	96,135	6.9%	¥	91,909	(4.4%)	\$	749,666
Information Technology Services		66,769	13.6%		73,749	10.5%		69,815	(5.3%)		569,454
Technical consultation & Services		35,299	(2.1%)		38,582	9.3%		37,363	(3.2%)		304,756
General Products Distribution		31,470	38.6%		35,167	11.7%		32,452	(7.7%)	,	264,698
Technical Support Services		23,195	(8.5%)		22,386	(3.5%)		22,094	(1.3%)		180,212

(Millions of yea and thousands of U.S. dollars)

					Year e	nded Mar	ch 3 ì				
		2001 (Results)	yoy		2002 (Results)	уоу	(	2003 Forecast)	yoy		2003 (Forecast)
Net Sales	¥	202,493	13.6%	¥	209,557	3.5%	¥	211,000	0.7%	\$	1,721,044
Information Technology Services		156,199	21.5%		165,104	5.7%		168,000	1.8%		1,370,310
Technical consultation & Services		77,072	5.5%		83,750	8.7%		85,400	2.0%		696,574
General Products Distribution		79,127	42.6%		81,354	2.8%	***************************************	82,600	1.5%	*******	673,736
Technical Support Services		46,294	(6.8%)		44,453	(4.0%)		43,000	(3.3%)		350,734

#### 3. Statements of Income

(Millions of yen and thousands of U.S. dollars)

			Six months	ended Sep	tember 30		
	2000 (Results)	Change	2001 (Results)	Change	2002 (Results)	Change	2002 (Results)
Net sales	¥ 89,964	7.0%	¥ 96,135	6.9%	¥ 91,909	(4.4%)	\$ 749,666
Gross profit <gross margin=""></gross>	19,368 21.5%	8.2% 0.2	20,703 21.5%	6.9% 0.0	20,513 22.3%	(0.9%) 0.8	167,316
Operating income <operating income="" net="" sales="" to=""></operating>	3,813 4.2%	(9.6%) (0.8)	, ,	3.9% (0.1)	3,687 4.0%	(6.9%) (0.1)	30,073
Net income <return on="" sales=""></return>	1,509 1.7%	(29.9%) (0.9)	' '	9. <b>4%</b> 0.0	1,513 1.6%	(8.3%) (0.1)	12,341

Millions of yen and thousands of U.S. dollars)

	l				Year e	nded Mar	ch 3	1			
		2001 (Results)	yoy		2002 (Results)	yoy		2003 (Forecast)	yoy		2003 (Forecast)
Net sales	¥	202,493	13.6%	¥	209,557	3.5%	¥	211,000	0.7%	5	1,721,044
Gross profit <gross margin=""></gross>		41,634 20.6%	12.5%		43,343 20.7%	4.1% 0.1		-	-		<del> </del>
Operating income <operating income="" net="" sales="" to=""></operating>		9,199 4.5%	9.9% (0.2)		9,895 4.7%	7.6% 0.2		10,500 5.0%	6.1% 0.3		85,644
Net income <return on="" sales=""></return>		3,786 1.9%	(6.2%) (0.4)		4,296 2.0%	13.4%		4,600 2.2%	7.1% 0.2		37,520

## 4. Segment Information

(Millions	of ven and	thousands	οf	U.S.	dollars

			Six months	ended Se	ptember 30		
	2000 (Results)	Change	2001 (Results)	Change	2002 (Results)	Change	2002 (Results)
Net Sales	¥ 89,964	7.0%	¥ 96,135	6.9%	¥ 91,909	(4.4%)	<i>749,666</i>
Information Technology Services	66,769	13.6%	73,749	10.5%	69,815	(5.3%)	569,454
Technical Support Services	23,195	(8.5%)	22,386	(3.5%)	22,094	(1.3%)	180,212
Operating Cost and Expenses	86,151	7.8%	92,173	7.0%	88,222	(4.3%)	719,593
Information Technology Services	65,980	16.8%	72,601	10.0%	69,139	(4.8%)	563,940
Technical Support Services	20,171	(13.8%)	19.572	(3.0%)	19,083	(2.5%)	155,653
Operating Income  Operating income to net sales>	3,813 4,2%	(9.6%) (0.8)	l .	3.9% (0,1)	3,687 4.0%	(6.9%) (0.1)	30,073
Information Technology Services <operating income="" net="" sales="" to=""></operating>	789 1.2%	(65.5%) (2.7)	1,148	45,4%	676 1.0%	(41.1%)	5,514
Technical Support Services <operating income="" net="" sales="" to=""></operating>	3,024 13.0%	56.7% 5,4	2,814 12.6%	6.9% (0.4)	3,011 13.6%	7.0%	24,559

(Millions of you and thousands of U.S. dollars)

			Ycar	ended Mar	ch 31		
	2001 (Results)	yoy	2002 (Results)	yoy	2003 (Forecast)	yoy	2003 (Forecast)
Net Sales	¥ 202,493	13.6%	¥ 209,557	3.5%	¥ 211,000	0.7%	\$ 1,721,044
Information Technology Services	156,199	21.5%	165,104	5.7%	168,000	1.8%	1,370,310
Technical Support Services	46,294	(6.8%)	44,453	(4.0%)	43,000	(3.3%)	350,734
Operating Cost and Expenses	193,294	13.8%	. 199,662	3.3%	200,500	0.4%	1,635,400
Information Technology Services	152,727	22.6%	160,748	5.3%	163,000	1.4%	1,329,527
Technical Support Services	40,567	(10.4%)	38,914	(4.1%)	37,500	(3.6%)	305,873
Operating Income <operating income="" net="" sales="" to=""></operating>	9,199 4.5%	9.9%	9,895 4.7%	7.6% 0.2	10,500 5.0%	6.1% 0.3	85,644
Information Technology Services <operating income="" not="" sales="" to=""></operating>	3,472 2.2%	(12,6%)	1	25.5 <b>%</b> 0.4	5,000 3.0%	14.8% 0,4	40,783
Technical Support Services <operating income="" net="" sales="" to=""></operating>	5,727 12.4%	30.1%	5,539 12.5%	(3.3%) 0.1	5,500 12.8%	(0.7%) 0.3	44,861

## 5. Digest of Cash Flows

(Thousands of f vcn) US dollars)

								(MIIII	ions of yen)		US aouars)
			Six mo	nths	ended Septem	iber (	30,		ear ended larch 31,	S	ix months ended
1		$\vdash$	2001	001 2002					2002	2002	
			(Result)		(Result)		Change				(Result)
Net	cash flows	*	5,374	¥	1,827	¥	(3,547)	¥	9,532	5	14,902
5	Free cash flows		5,657		2,393		(3,264)		10,097		19,519
1	Cash flows from operating activities		5,668		3,411		(2,257)		11,054		27,822
	Cash flows from investing activities		(11)		(1,018)		(1,007)		(957)		(8,303)
	Cash flows from financing activities		(283)		(566)		(283)		(565)		(4,617)
Cas	th and cash equivalents at beginning of each period	¥	13,700	¥	23,232	¥	9,532	¥	13,700	5	189,494
Cas	th and cash equivalents at end of each period	¥	19,074	¥	25,059	¥	5,985	¥	23,232	5	204,396

## 6.Investment

(Capital Expenditures)

(Millions of yen and thousands of U.S. dollars)

		sults) (Results) (Results) (Results)												
	2000 (Results)	Change	_+	Change		Change								
Capital Expenditures	¥ 1,103	12.2%	¥ 469	(57.5%)	¥ 898	91.4%	\$ 7,325							
Property Plant and Equipment	96	(56.4%)	106	10.0%	502	375.4%	4,095							
(Depreciation Expense)	197	(14.8%)	186	(5.5%)	218	17.5%	1,778							
(Accumulated Depreciation/Acquisition Cost)	50.6%	_	56.7%	_	54.9%	-								
Software	424	47.6%	260	(38.6%)	332	27.5%	2,708							
(Amortization Expenses)	379	1.4%	420	10.8%	414	(1.5%)	3,377							
Lease Assets	583	22.5%	103	(82.3%)	64	(38.2%)	522							
(Lease Payments)	988	(5.6%)	686	(30.6%)	368	(46.4%)	3,002							
Total Depreciation and Amortization	576	(4.8%)	606	5.2%	632	4.4%	5,155							

(Millions of yen and thousands of U.S. dollars)

			Year	ended Mar	ch 31			
	2001 (Results)	yoy	2002 (Results)	yoy	2003 (Forecast)	yoy	(1	2003 Forecast)
Capital Expenditures	¥ 1,69	4 (24.0%)	¥ 1,324	(21.8%)	¥ 1,900	43.5%	5	15,498
Property Plant and Equipment	23	6 (39.0%)	539	128.5%	1,000	85.7%		8,157
(Depreciation Expense)	40	8 (15.6%)	395	(3.1%)	600	51.9%		4,894
(Accumulated Depreciation/Acquisition Cost)	53.7	-	55.0%	_				
Softwere	73	2 (30.1%)	627	(14.4%)	700	11.7%		5,710
(Amortization Expenses)	78	6 0.5%	844	7.4%	780	(7.6%)		6,362
Lease Assets	72	6 (8.7%)	158	(78.2%)	200	26.2%		1,631
(Lease Payments)	1.75	2 (18.9%)	1,226	(30.0%)	600	(51.0%)		4,894
Total Depreciation and Amortization	I,19	4 (5.6%)	1,239	3.8%	1,380	11.4%		11,256

(Notes) 1. Software stated above exclude software for sale.

(Millions of yea and thousands of U.S. dollars

			Six month	s ended Se	ptember 30		JESANGS OF U.S. GOHAN)
	2000	2000 Change		2001 Change		Change	2002
	(Results)		(Results)		(Results)		(Results)
Information Infrastructure	¥ 738	21.8%	¥ 165	(77.6%)		204.3%	
Outsourcing Business	201	-	123	(38.8%)		23.4%	1,240

(Millions of yen and thousands of U.S. dollars)

	L				Year	ended Mar	ch 3	1			
		2001			2002	yoy	2003		yoy	y 2003	
	(R	(csults)	•		(Results)			(Forecast)			(Forecast)
Information Infrastructure	¥	1,016	(1.9%)	¥	461	(54.7%)		800	73.7%	S	6,525
Outsourcing Business		285	738.2%		217	(23.8%)		400	84.5%		3,263

<sup>2.</sup> The amounts of lease assets and lease payments stated above differ from those in notes of financial statements in that lease contract amounts of ¥3 million or less is included in this statement.

<sup>3.</sup> Main components of Capital Expenditures are as follows:

#### (Research & Development Cost)

(Millions of yen and thousands of U.S. dollars)

				Six month	s ended Se	ptember 30		
	2000 Change		2001	Change	nange 2002		2002	
	┙	(Results)		(Results)		(Results)		(Results)
Research & Development Cost	¥	245	28.9%	¥ 198	(19.4%)	¥ 215	8.5%	\$ 1,754
R&D Cost / Net Sales		0.3%	-	0.2%	_	0.2%		

(Millions of yea and thousands of U.S. dollars)

	Γ			Y	ear e	nded Mar	<u>`</u> _			01 0.01 40.4(8)
		2001 (Results)	yoy	2002 (Results)		yoy	2003 (Forecast)	yoy	(F	2003 orecast)
Research & Development Cost	¥	497	7.8%	¥ 4	05	(18.6%)	¥ 500	23.5%	\$	. 4,078
R&D Cost / Net Sales		0.2%	-	0.1	2%	-	0.2%			

#### (Educational Expenses)

(Millions of year and thousands of U.S. dollars)

			Six month	s ended Se	ptember 30		
	2000	Change	2001 Change		2002	Change	2002
	(Results)		(Results)		(Results)		(Results)
Expenditures	¥ 1,000	_	¥ 980	(2.0%)	¥ , 1,064	8.6%	\$ 8,679
Educational Expenses	971	-	953	(1.8%)	1,040	9.8%	8,532
Expenditures for Educational Faculties	29	•	27	(9.4%)		(32.0%)	147

(Millions of yen and thousands of U.S. dollars)

		Year ended March 31											
	2001 (Results)		yoy		2002 (Results)	yoy	2003 (Forecast)		уоу	a	2003 Forecast)		
Expenditures	¥	1,897	2.0%	¥	1,849	(2.5%)	¥	1,940	4.9%	5	15,824		
Educational Expenses		1,852	5.4%		1,799	(2.8%)		1,910	6.1%		15,579		
Expenditures for Educational Faculties	-	45	(56.9%)		50	10.5%		30	(39.5%)		2 <b>4</b> 5		

#### 7. Personnel

(Persons)

		September 30										
	2000	Change	2001	Change	2002	Change						
	(Results)		(Results)		(Results)							
Number of Employee	4,511	(42)	4,420	(91)	4,413	(7)						
Fresh Persons	175	16	126	(49)	150	24						
New Employees with Career	15	(3)	16	1	23	7						

(Persons)

	March 31					
	2001 (Results)	yoy	2002 (Results)	yoy	2003 (Forecast)	yoy
Number of Employee	4,377	(55)	4,355	(22)	4,283	(72)
Fresh Persons	175	16	126	(49)	150	24
New Employees with Career	20	(11)	26	6	30	4

This document includes statements that constitute forward looking statements. These statements appear in a number of places in this document, and include statements regarding the intent, belief or current expectations of Fujitsu Support and Service Inc. (the "Company") with respect to the business, revenues and results of operations of the Company and its consolidated subsidiaries (the "Fsas Group"), and economic and other factors that may have an impact on the Fsas Group's performance. These statements also include the projections of the Fsas Group's financial performance for the fiscal year ending March 31, 2003 contained in this document.

Such forward looking statements are not guarantees of future performance, and involve risks and uncertainties. Actual results for the fiscal year ending March 31, 2003 and future fiscal years may differ materially from those in the forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to:

- the rate of acceptance of the Fsas Group's products and services;
- the Fsas Group's ability to continue to successfully introduce new products and services to the market;
- the level of competition in the markets in which the Fsas Group conducts its business;
- customer-driven price competition in the information technology services industry;
- the slowdown in information technology investments by Japanese companies in light of continuing weakness in the Japanese economy;
- · our customers' acceptance of the new services being offered by the Fsas Group; and
- deferrals and suspensions of purchases by our customers resulting from their inability to obtain financing for their business on commercially reasonable terms, poor operating results, insolvency or bankruptcy, or stagnation in the Japanese economy generally.

2002年10月31日 19時07分 FSAS)本社